



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday December 3, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – November 5, 2009
- 3.0 Unfinished Business
 - 3.1 Continue CE Audit Review
 - 3.2 Continued Discussion about Offering the Law Portion of Pre-Licensing Online
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: McKissock, LP
 - 4.2.1.1 Course Title: Loan Types and Instruments of Finance
Credit Hours: 3
 - 4.2.1.2 Course Title: Highlights of Real Property Law
Credit Hours: 7
 - 4.2.1.3 Course Title: Fair Housing
Credit Hours: 4
 - 4.2.1.4 Course Title: Construction Details & Trends
Credit Hours: 7
 - 4.2.1.5 Course Title: A Concise Guide to Real Estate Taxes
Credit Hours: 4
 - 4.2.1.6 Course Title: Principles of Finance & the Mortgage Market

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| | Credit Hours: | 3 |
| 4.2.1.7 | Course Title: | Real Estate Ethics and Professional Standards of Conduct |
| | Credit Hours: | 3 |
| 4.2.1.8 | Course Title: | Risk Management |
| | Credit Hours: | 3 |
| 4.2.1.9 | Course Title: | Taxation of Real Estate Capital Gain |
| | Credit Hours: | 3 |
| 4.2.1.10 | Course Title: | Short Sales |
| | Credit Hours: | 3 |
| 4.2.1.11 | Course Title: | Misrepresentations and Case Studies |
| | Credit Hours: | 5 |
| <u>*4.2.2 Course Provider: New Castle County Board of Realtors</u> | | |
| 4.2.2.1 | Course Title: | Doing Business in the City of Wilmington |
| | Credit Hours: | 3 |
| <u>*4.2.3 Course Provider: Sussex County Association of Realtors</u> | | |
| 4.2.3.1 | Course Title: | Surviving and Adapting to the Changing Market |
| | Credit Hours: | 3 |
| <u>*4.2.4 Course Provider: Delaware Association of Realtors</u> | | |
| 4.2.4.1 | Course Title: | GRI301: Working with Buyers and Sellers |
| | Credit Hours: | 15 |
| 4.2.4.2 | Course Title: | GRI201: Financial Fundamentals |
| | Credit Hours: | 15 |

4.3 Review of Instructor Applications

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| 4.3.1 | Gerry Hudson | Continuing Education: Professional Enhancement: Property Pricing and CMAs/
Misrepresentations and Case Studies/Closing Procedures and Settlement
Costs/The Qualifying Process |
| 4.3.2 | Judith Cook | Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Finance/Ethics/Fair Housing
Pre-Licensing: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real
Property/Financing/Ethics |
| 4.3.3 | James Vesey | Continuing Education: Advanced Real Estate Investment/Analysis |
| 4.3.4 | Patricia Campbell-White | Continuing Education: Legislative Update/Salesperson Core Course/Broker Core
Course Professional Enhancement: Fair Housing/Ethics & Professional
Standards/Agency/New Member Orientation |
| 4.3.5 | Joyce Klein | Continuing Education: Professional Enhancement: Real Estate Mathematics
Pre-Licensing: Orientation/Real Estate Mathematics |
| 4.3.6 | Andrew Hyde | Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Commercial Real Estate
Investment/Valuation/Better Customer Service
Pre-Licensing: Orientation/Real Estate Mathematics/Real Estate Sales/ Real
Estate Law
Broker's Course: Brokerage (Sales Management)/Real Estate
Documents/Valuing Real Property/Financing/Ethics/Legal and
Governmental Aspects of Real Estate/Real Estate Investment/Mathematics |

- 4.3.7 Susan Pomerantz
Continuing Education: Professional Enhancement: NAR Green
- *4.3.8 Earl Loomis
Continuing Education: Professional Enhancement: Appraisal Topics
Broker's Course: Valuing Real Property
- *4.3.9 Patrick Vanderslice
Pre-Licensing: Real Estate Law
- *4.3.10 Joseph Pluscht
Continuing Education: Salesperson Core Course/Broker Core Course/DREC
Property Management Course/ Professional Enhancement: Agent
Etiquette/Business Planning/NAR COE

Pre-Licensing: Orientation/Real Estate Mathematics/Real Estate Sales/ Real
Estate Law
- *4.3.11 Lester Albright
Pre-Licensing: Orientation/Real Estate Mathematics
Broker's Course: Mathematics
- *4.3.12 Alan Simmons
Continuing Education: Professional Enhancement: Construction Details &
Trends/Fair Housing/Agency Law/What Real Estate Professionals Need to
Know about FHA
- *4.3.13 Richard McKissock
Continuing Education: Professional Enhancement: Fair Housing/A Concise
Guide to RE Taxes/Real Estate Ethics or Professional Standards/Loan
Types/Principles of Finance/ Risk Management/Highlights of Real
Property Law/Taxation of RE Capital Gain/Related Investments, IRA's &
Qualified Plans/Delaware Trust Fund Handling/Brokerage Relationships/
Liens, Taxes & Foreclosures/Personal Marketing for RE Professionals/
Property Management/Real Estate Mathematics/Safety Precautions for RE
Professionals/ What Real Estate Professionals Need to
Know about FHA
- *4.3.14 Lisa Roddis
Continuing Education: Professional Enhancement: Home Inspections/Radon/
Termite/Lead/Septic/Water/Environmental Issues (Mold, Asbestos, Lead
Radon)

4.4 Review Student Requests for Approval of Educational Activity

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – January 7, 2010

9.0 Adjournment

Real Estate Education Committee

Agenda – December 3, 2009

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Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.